

PAPER MERCHANT SALES REPORT

January, 1990

(by NPTA Region)	Sales per Selling Day January, 1990 Compared to January, 1989	Sales per Selling Day January, 1990 Compared to December, 1989	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of January 1988 1989		Calendar Day Cost of ending December Inventory 1988 1989	
INDUSTRIAL							
1	+ 6.0	- 8.0	+ 6.0	38	39	65	59
2	+ 5.3	+ 1.4	+ 5.3	37	40	56	57
3	0.0	- 16.4	0.0	38	37	60	66
4	- 6.9	+ 3.2	- 6.9	41	38	72	62
5	+ 9.2	- 3.3	+ 9.2	34	34	61	60
6	+ 3.7	+ 9.1	+ 3.7	43	43	69	68
7	+ 0.7	- 4.6	+ 0.7	33	35	65	41
8	- 1.0	+ 3.6	- 1.0	37	38	70	60
9	+ 9.0	- 1.4	+ 9.0	40	38	76	59
NY	+ 6.2	- 6.5	+ 6.2	48	48	68	**
CHICAGO	- 8.8	+ 4.7	- 8.8	39	47	62	83
LA	+ 1.8	- 5.2	+ 1.8	45	42	69	60
US	+ 1.5	- 4.0	+ 1.5	39	39	62	59
PRINTING							
1	- 3.7	+ 3.3	- 3.7	48	46	61	50
2	- 2.4	+ 7.1	- 2.4	43	48	65	66
3	- 2.3	+ 5.1	- 2.3	42	42	86	85
4	+ 4.9	+ 9.9	+ 4.9	43	43	72	66
5	- 0.2	- 6.5	- 0.2	41	40	75	76
6	- 3.1	+ 1.8	- 3.1	44	43	92	84
7	- 0.1	- 0.2	- 0.1	38	40	81	69
8	- 3.5	+21.7	- 3.5	37	43	75	72
9	+ 4.7	+ 7.7	+ 4.7	43	39	77	65
NY	- 0.8	- 13.2	- 0.8	42	42	64	59
CHICAGO	+ 0.6	- 7.7	+ 0.6	37	41	87	84
LA	+ 8.7	+ 1.3	+ 8.7	41	43	89	75
US	0.0	+ 1.3	0.0	42	43	78	73

COMMENTS ON JANUARY'S SALES CHANGES. 1990 begins as 1989 ended, with lower sales. INDUSTRIAL sales changes for January, 1990 over January, 1989 are low, as were the previous three months. Regions 5 and 9 continue high, and Chicago Metro low. PRINTING sales increases for January were flat. We are likely going to see several months when sales changes will be flat or perhaps even negative. Merchants are now paying less than what they paid a year earlier. The last time this happened, in 1985, sales increases in dollars remained negative or close to zero for almost a full year. Volume by weight was up, but the printing paper oversupply situation at that time brought lower prices to the merchants and for the merchant's customers. As with industrial goods, some regions continued their 1989 patterns in January; Regions 4, 9 and LA Metro are the highest for January, and they were three of the highest regions for 1989.

DAYS OUTSTANDING for January are virtually unchanged from 1989, and **INVENTORY DAYS** for December, 1989 are up from November but below December of 1988.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

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|---|---|--|
| 1: CT, ME, MA, NH, RI, & VT | 4: KY, OH, MI, & WV | 7: AR, LA, MS, OK, & TX (& W. Tenn) |
| 2: DE, DC, MD, NJ, NY, & PA (Except NY Metro) | 5: CO, IA, KS, MN, MT, NE, ND, SD, & WY | 8: IL, IN, MO, & WI (Exc. Chicago Metro) |
| 3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis) | 6: AZ, CA, HI, NM, NV, & UT (Except LA Metro) | 9: AK, ID, OR, & WA |
- NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
 Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
 LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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